

Monthly Indicators



December 2016

Most of 2016 offered the same monthly housing market highlights. The number of homes for sale was drastically down in year-over-year comparisons, along with days on market and months of supply. Meanwhile, sales and prices were up in most markets. Unemployment rates were low, wages improved and, as the year waned, we completed a contentious presidential election and saw mortgage rates increase, neither of which are expected to have a negative impact on real estate in 2017.

New Listings were down 14.8 percent to 23. Pending Sales held steady at 19. Inventory shrank 3.1 percent to 126 units.

Prices were still soft as Median Sales Price was down 0.1 percent to \$72,910. Days on Market increased 21.8 percent to 151. Months Supply of Homes for Sale was down 10.0 percent to 5.4 months, indicating that demand increased relative to supply.

The overwhelming feeling about prospects in residential real estate for the immediate future is optimism. Real estate professionals across the nation are expressing that they are as busy as ever. There are certainly challenges in this market, like continued low inventory and higher competition for those fewer properties, but opportunities abound for creative and diligent people prepared to put in the necessary amount of work.

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Quick Facts

- 22.2%	- 0.1%	- 3.1%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale

This is a research tool provided by the Coshocton County Board of REALTORS®. Percent changes are calculated using rounded figures.



Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



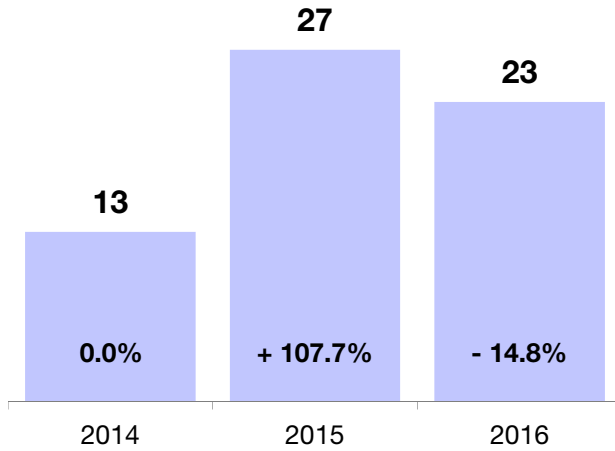
Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		27	23	- 14.8%	444	429	- 3.4%
Pending Sales		19	19	0.0%	258	280	+ 8.5%
Closed Sales		18	14	- 22.2%	244	272	+ 11.5%
Days on Market		124	151	+ 21.8%	111	127	+ 14.4%
Median Sales Price		\$72,950	\$72,910	- 0.1%	\$85,000	\$95,000	+ 11.8%
Average Sales Price		\$87,500	\$96,062	+ 9.8%	\$100,420	\$107,768	+ 7.3%
Pct. of Orig. Price Received		89.8%	85.7%	- 4.6%	89.5%	90.7%	+ 1.3%
Housing Affordability Index		337	350	+ 3.9%	289	269	- 6.9%
Inventory of Homes for Sale		130	126	- 3.1%	--	--	--
Months Supply of Homes for Sale		6.0	5.4	- 10.0%	--	--	--

New Listings

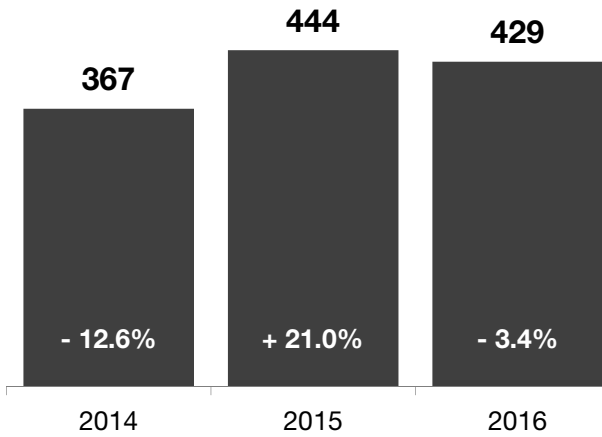
A count of the properties that have been newly listed on the market in a given month.



December

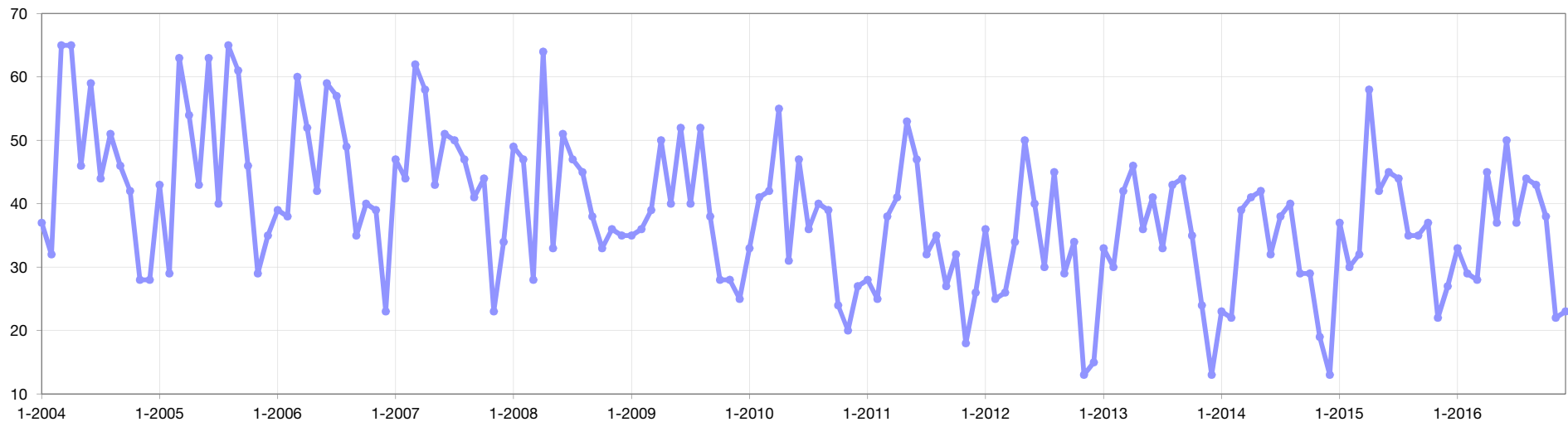


Year to Date



	New Listings	Prior Year	Percent Change
January 2016	33	37	-10.8%
February 2016	29	30	-3.3%
March 2016	28	32	-12.5%
April 2016	45	58	-22.4%
May 2016	37	42	-11.9%
June 2016	50	45	+11.1%
July 2016	37	44	-15.9%
August 2016	44	35	+25.7%
September 2016	43	35	+22.9%
October 2016	38	37	+2.7%
November 2016	22	22	0.0%
December 2016	23	27	-14.8%
12-Month Avg	36	37	-2.7%

Historical New Listings by Month

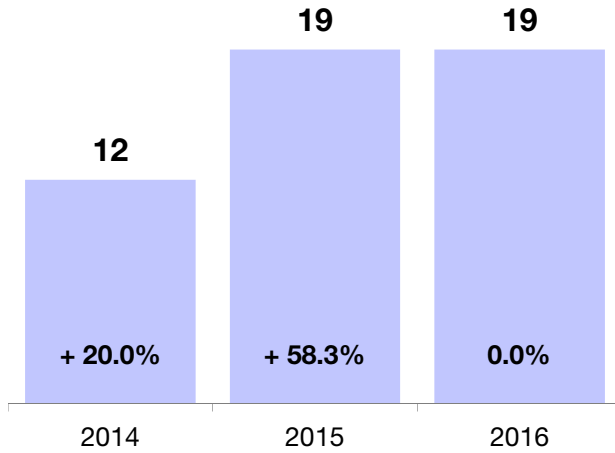


Pending Sales

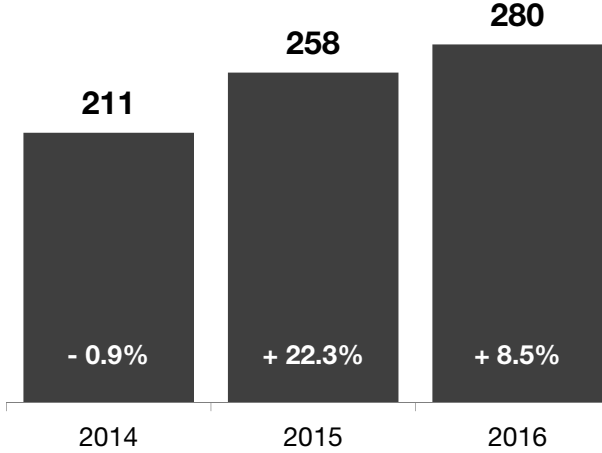
A count of the properties on which offers have been accepted in a given month.



December

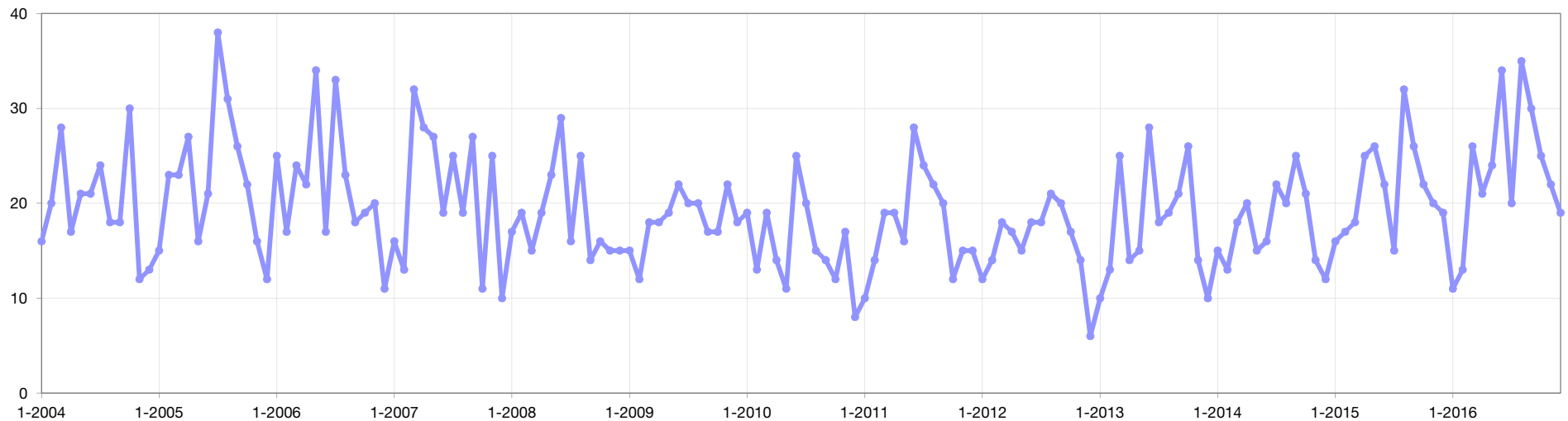


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2016	11	16	-31.3%
February 2016	13	17	-23.5%
March 2016	26	18	+44.4%
April 2016	21	25	-16.0%
May 2016	24	26	-7.7%
June 2016	34	22	+54.5%
July 2016	20	15	+33.3%
August 2016	35	32	+9.4%
September 2016	30	26	+15.4%
October 2016	25	22	+13.6%
November 2016	22	20	+10.0%
December 2016	19	19	0.0%
12-Month Avg	23	22	+4.5%

Historical Pending Sales by Month

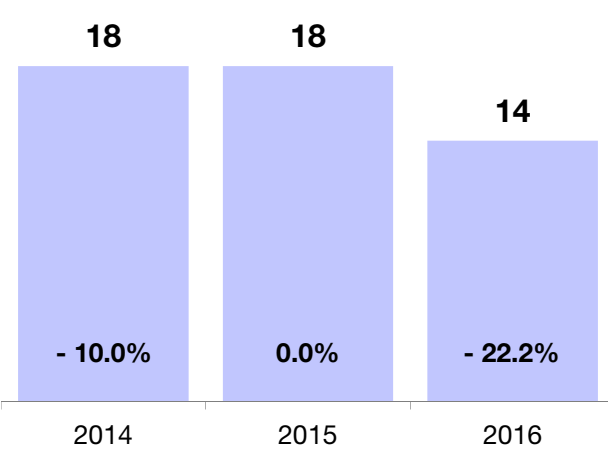


Closed Sales

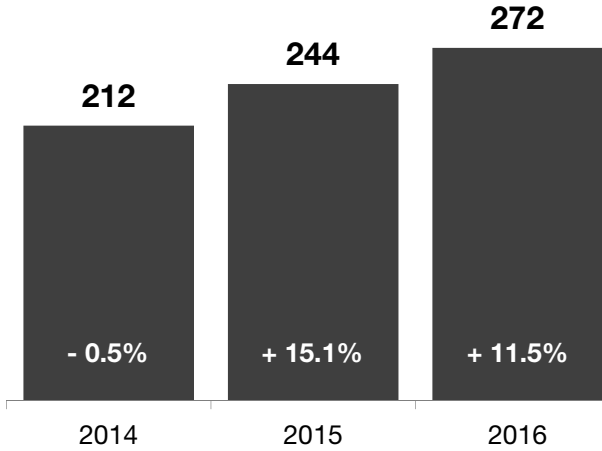
A count of the actual sales that closed in a given month.



December

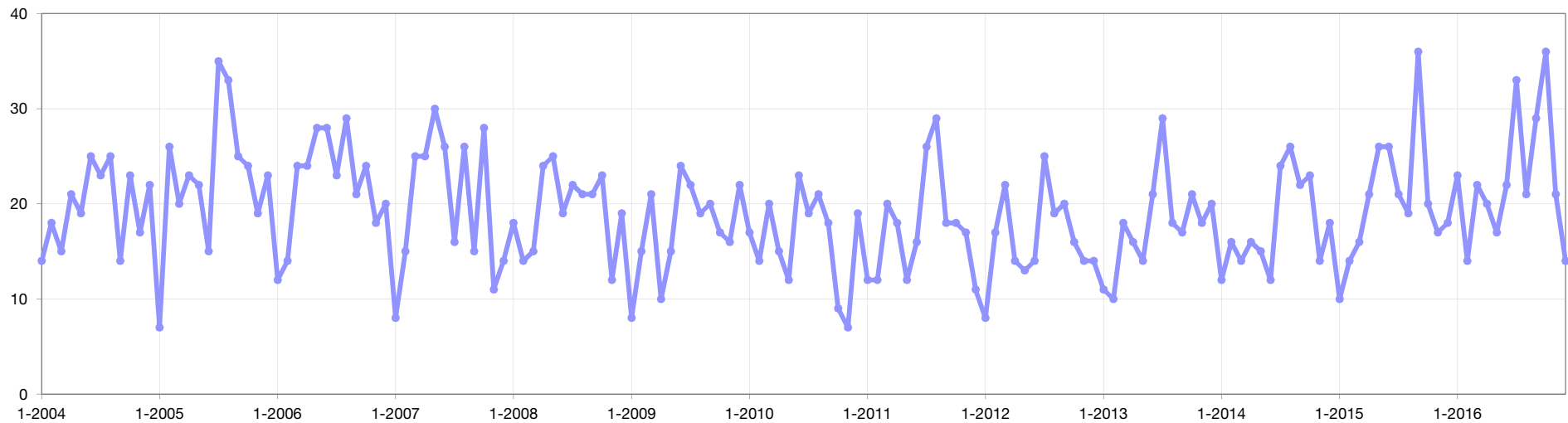


Year to Date



	Closed Sales	Prior Year	Percent Change
January 2016	23	10	+130.0%
February 2016	14	14	0.0%
March 2016	22	16	+37.5%
April 2016	20	21	-4.8%
May 2016	17	26	-34.6%
June 2016	22	26	-15.4%
July 2016	33	21	+57.1%
August 2016	21	19	+10.5%
September 2016	29	36	-19.4%
October 2016	36	20	+80.0%
November 2016	21	17	+23.5%
December 2016	14	18	-22.2%
12-Month Avg	23	20	+15.0%

Historical Closed Sales by Month



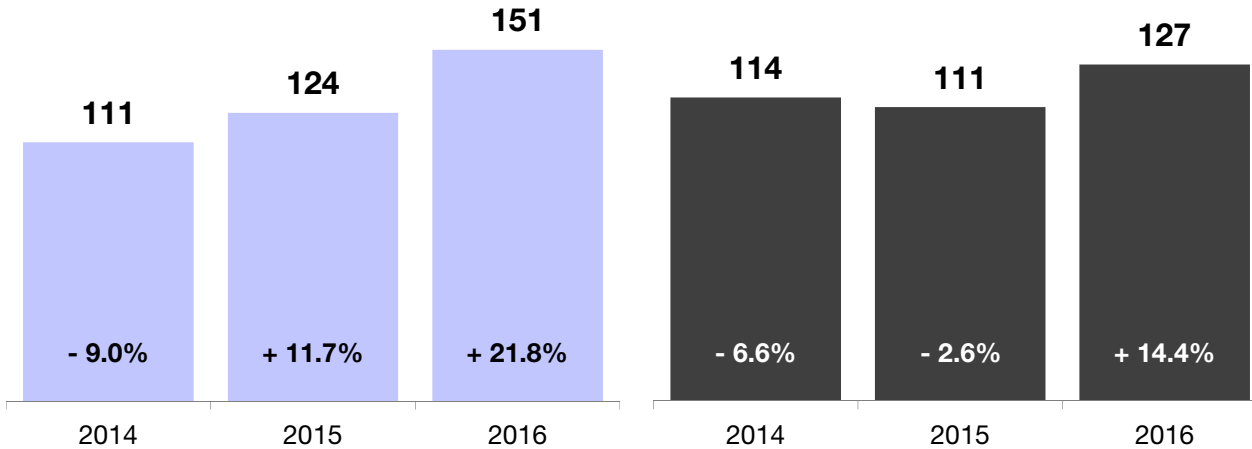
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



December

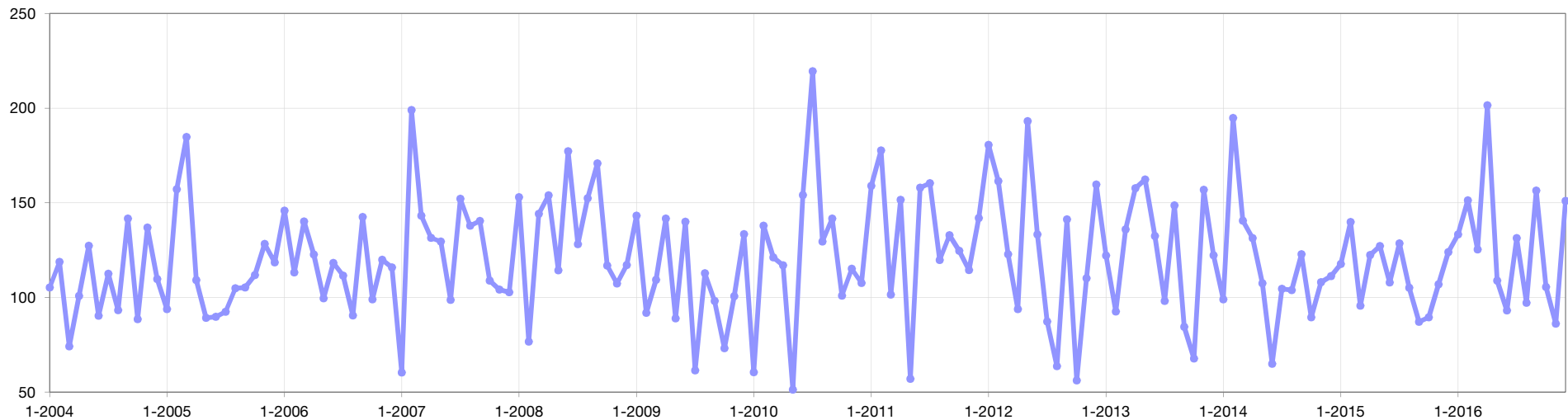
Year to Date



Days on Market	Prior Year	Percent Change
January 2016	118	+12.7%
February 2016	140	+7.9%
March 2016	96	+30.2%
April 2016	122	+64.8%
May 2016	127	-14.2%
June 2016	108	-13.9%
July 2016	129	+1.6%
August 2016	105	-7.6%
September 2016	87	+79.3%
October 2016	90	+16.7%
November 2016	107	-19.6%
December 2016	124	+21.8%
12-Month Avg*	111	+14.4%

* Days on Market for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

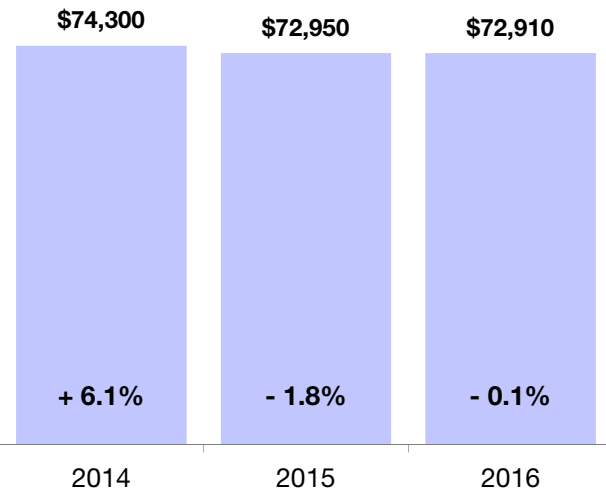


Median Sales Price

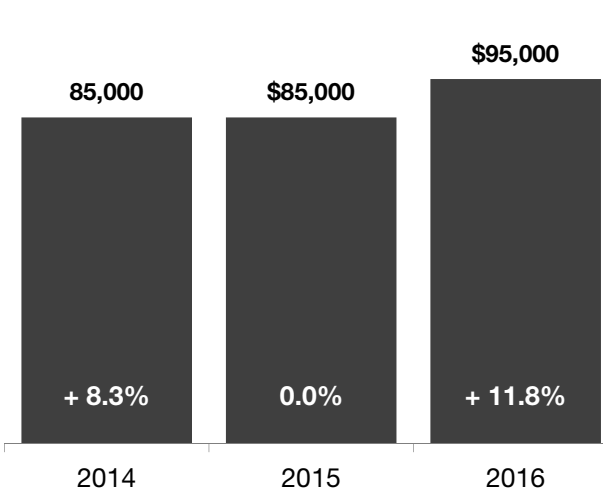
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



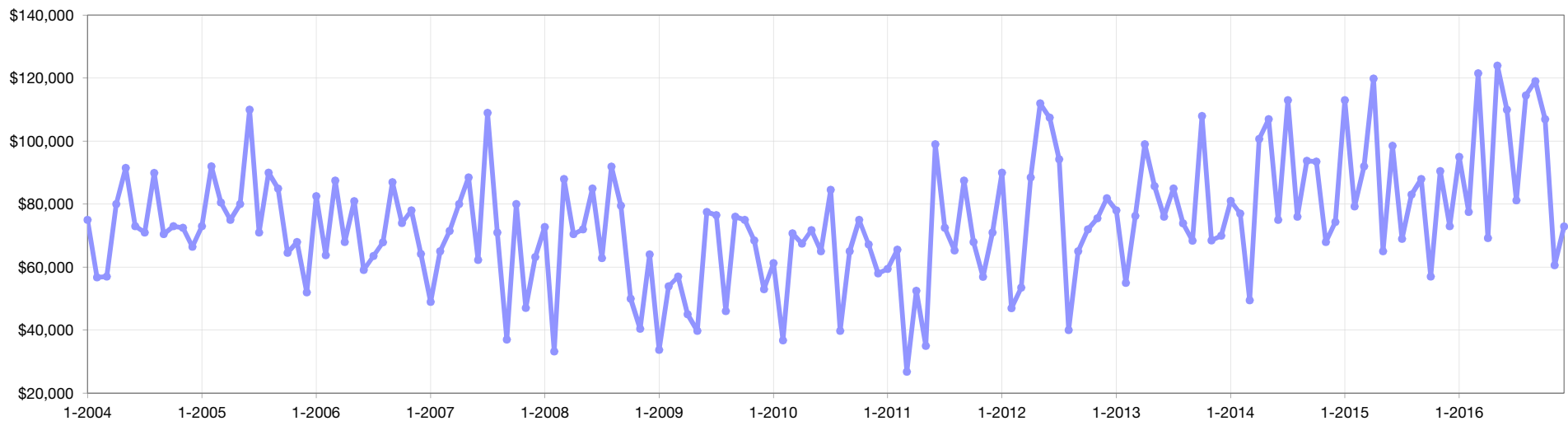
Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2016	\$95,000	\$113,000	-15.9%
February 2016	\$77,500	\$79,250	-2.2%
March 2016	\$121,500	\$91,950	+32.1%
April 2016	\$69,250	\$119,900	-42.2%
May 2016	\$124,000	\$65,000	+90.8%
June 2016	\$110,000	\$98,500	+11.7%
July 2016	\$81,158	\$69,000	+17.6%
August 2016	\$114,500	\$83,000	+38.0%
September 2016	\$119,000	\$88,000	+35.2%
October 2016	\$107,000	\$57,000	+87.7%
November 2016	\$60,575	\$90,500	-33.1%
December 2016	\$72,910	\$72,950	-0.1%
12-Month Avg*	\$95,000	\$85,000	+11.8%

* Median Sales Price for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Median Sales Price by Month



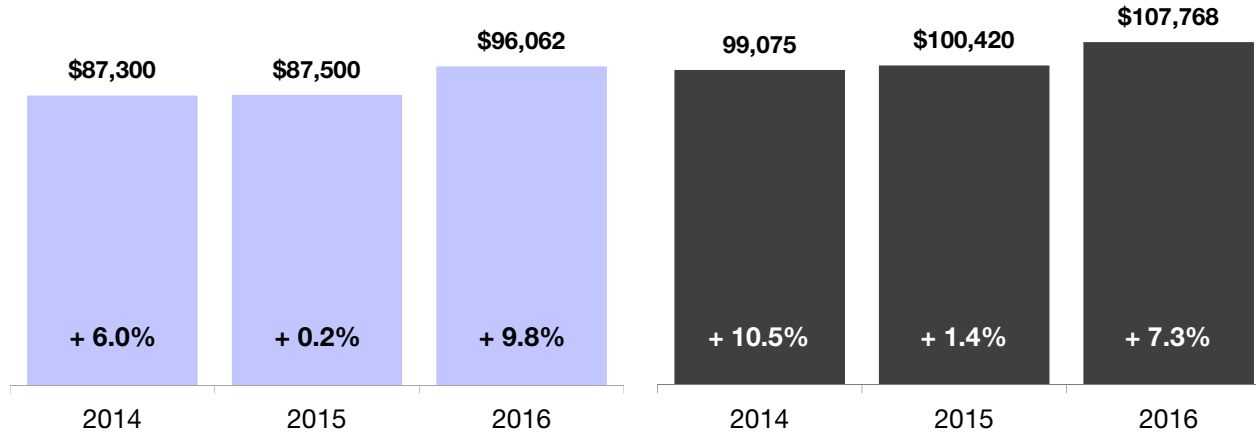
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

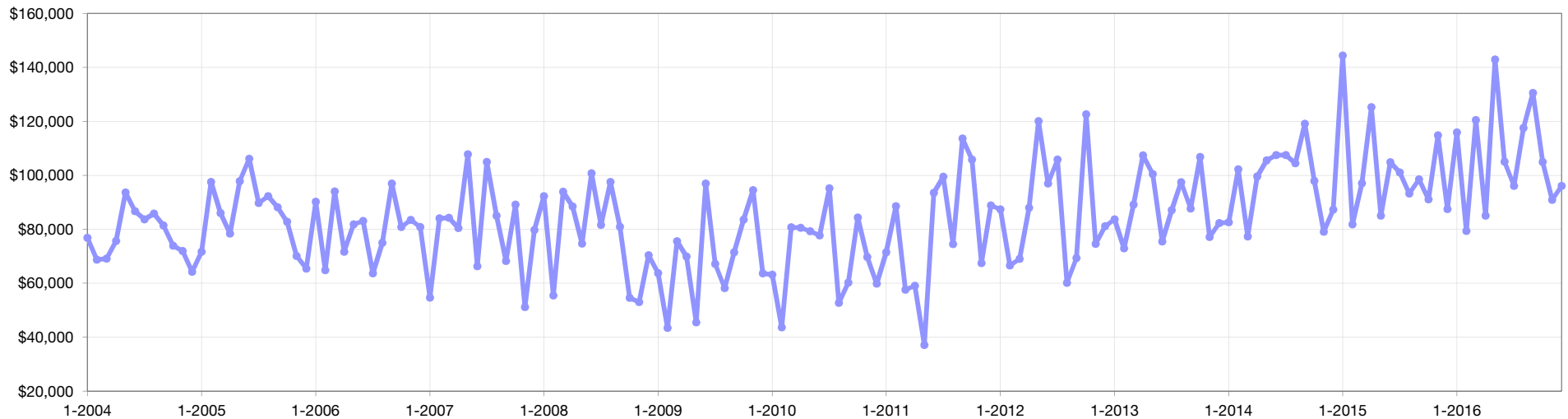
Year to Date



	Average Sales Price	Prior Year	Percent Change
January 2016	\$115,902	\$144,400	-19.7%
February 2016	\$79,400	\$81,868	-3.0%
March 2016	\$120,518	\$97,091	+24.1%
April 2016	\$85,000	\$125,232	-32.1%
May 2016	\$142,906	\$85,080	+68.0%
June 2016	\$105,095	\$104,917	+0.2%
July 2016	\$96,057	\$101,081	-5.0%
August 2016	\$117,549	\$93,258	+26.0%
September 2016	\$130,564	\$98,488	+32.6%
October 2016	\$104,971	\$91,112	+15.2%
November 2016	\$90,893	\$114,832	-20.8%
December 2016	\$96,062	\$87,500	+9.8%
12-Month Avg*	\$107,768	\$100,420	+7.3%

* Average Sales Price for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Average Sales Price by Month

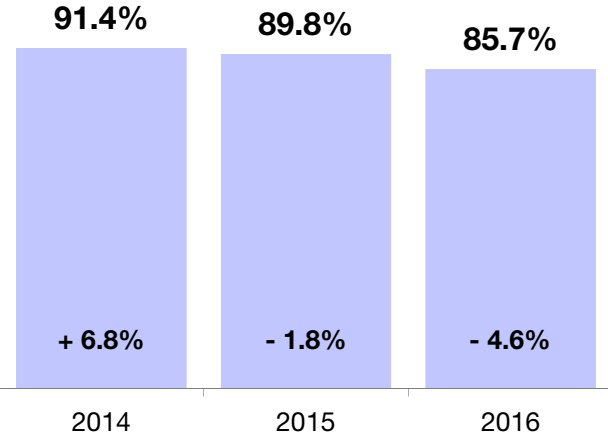


Percent of Original List Price Received

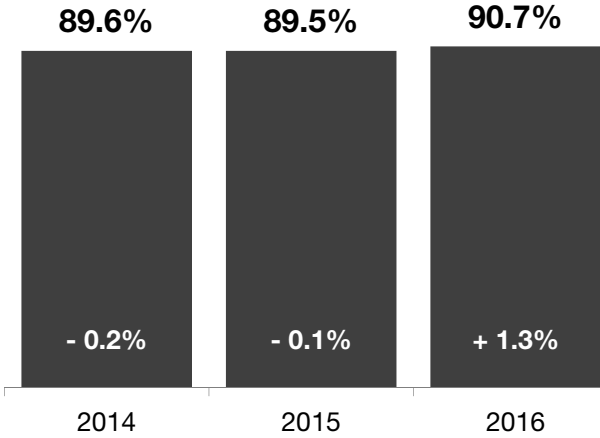
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December



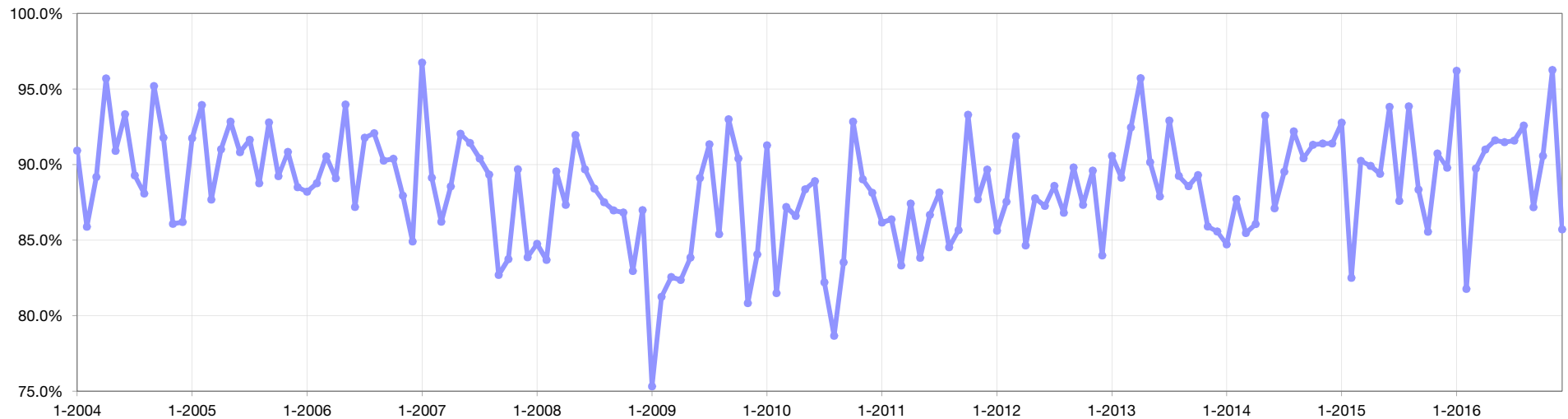
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2016	96.2%	92.8%	+3.7%
February 2016	81.8%	82.5%	-0.8%
March 2016	89.7%	90.2%	-0.6%
April 2016	91.0%	89.9%	+1.2%
May 2016	91.6%	89.4%	+2.5%
June 2016	91.5%	93.8%	-2.5%
July 2016	91.6%	87.6%	+4.6%
August 2016	92.6%	93.8%	-1.3%
September 2016	87.2%	88.3%	-1.2%
October 2016	90.6%	85.5%	+6.0%
November 2016	96.3%	90.7%	+6.2%
December 2016	85.7%	89.8%	-4.6%
12-Month Avg*	90.7%	89.5%	+1.3%

* Pct. of Orig. Price Received for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month



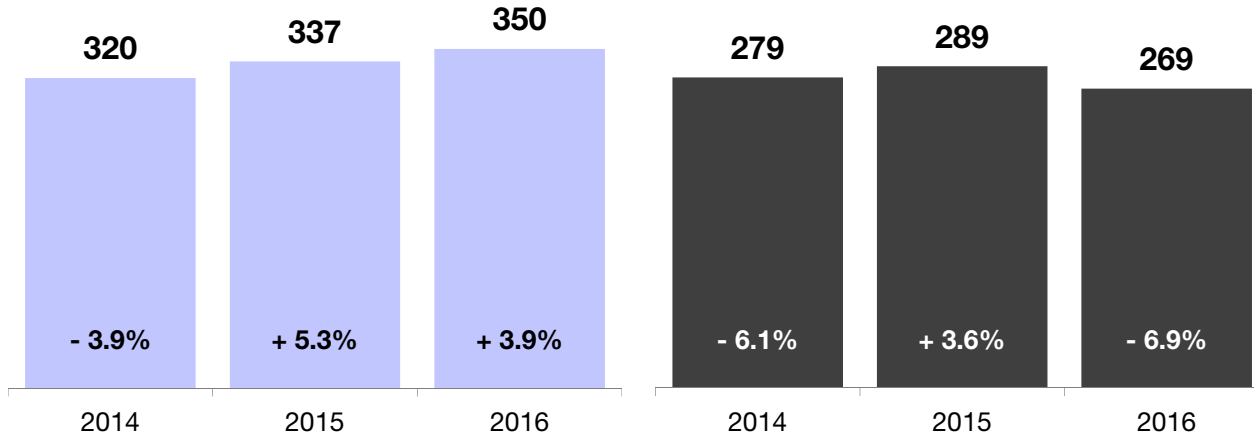
Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



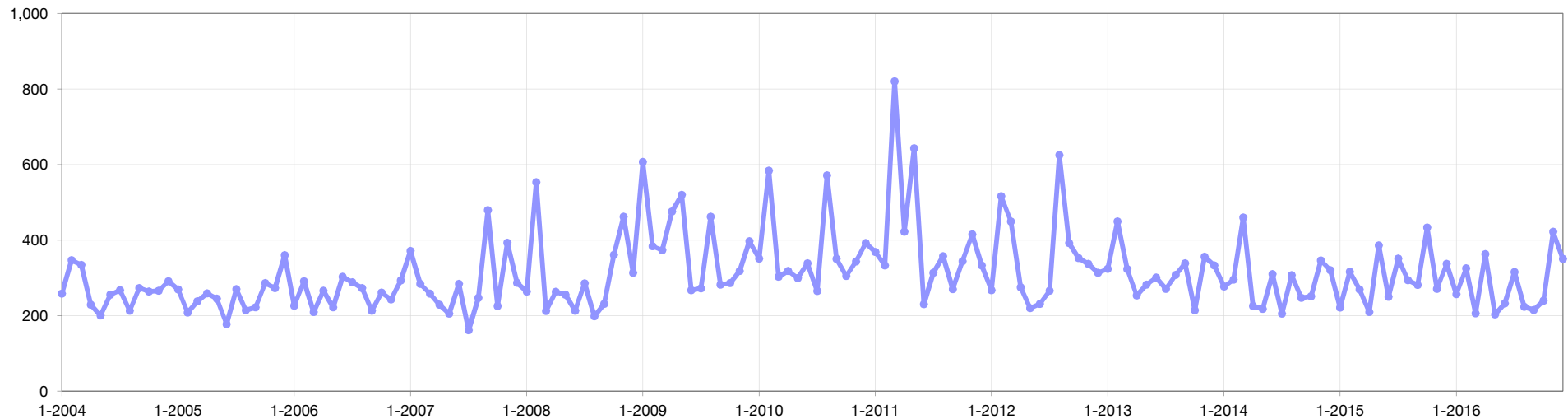
December

Year to Date



	Affordability Index	Prior Year	Percent Change
January 2016	257	221	+16.3%
February 2016	325	316	+2.8%
March 2016	206	269	-23.4%
April 2016	363	209	+73.7%
May 2016	203	386	-47.4%
June 2016	232	250	-7.2%
July 2016	315	351	-10.3%
August 2016	223	294	-24.1%
September 2016	215	281	-23.5%
October 2016	239	433	-44.8%
November 2016	422	271	+55.7%
December 2016	350	337	+3.9%
12-Month Avg	279	302	-7.6%

Historical Housing Affordability Index by Month

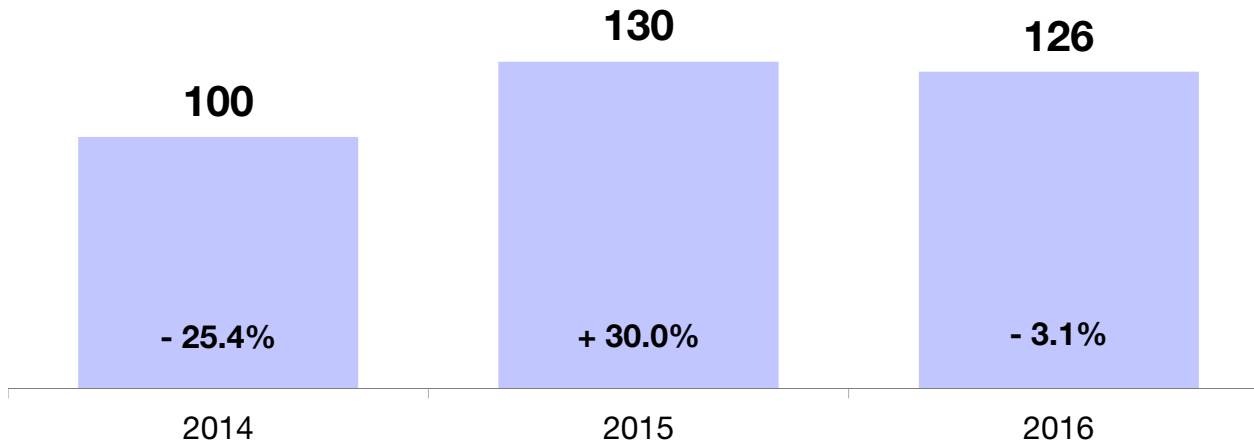


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



December



Homes for Sale		Prior Year	Percent Change
January 2016	136	106	+28.3%
February 2016	141	112	+25.9%
March 2016	134	118	+13.6%
April 2016	146	141	+3.5%
May 2016	151	148	+2.0%
June 2016	154	162	-4.9%
July 2016	160	182	-12.1%
August 2016	156	173	-9.8%
September 2016	160	166	-3.6%
October 2016	161	161	0.0%
November 2016	142	149	-4.7%
December 2016	126	130	-3.1%
12-Month Avg	147	146	+0.7%

Historical Inventory of Homes for Sale by Month

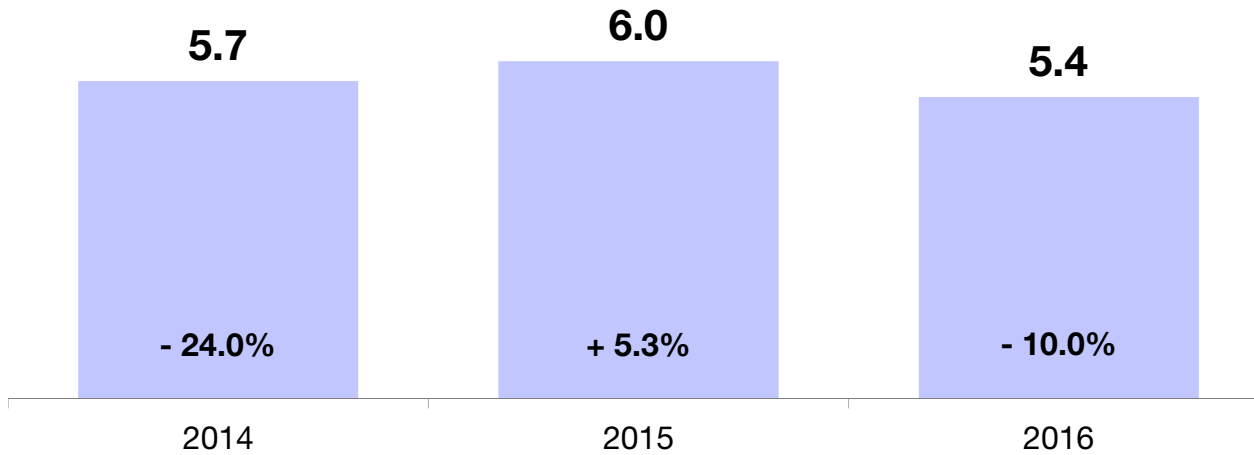


Months Supply of Homes for Sale

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.



December



Months Supply		Prior Year	Percent Change
January 2016	6.5	6.0	+8.3%
February 2016	6.8	6.2	+9.7%
March 2016	6.3	6.6	-4.5%
April 2016	6.9	7.7	-10.4%
May 2016	7.2	7.7	-6.5%
June 2016	7.0	8.2	-14.6%
July 2016	7.2	9.5	-24.2%
August 2016	6.9	8.5	-18.8%
September 2016	7.0	8.2	-14.6%
October 2016	6.9	7.9	-12.7%
November 2016	6.1	7.1	-14.1%
December 2016	5.4	6.0	-10.0%
12-Month Avg*	6.7	7.5	-10.7%

* Months Supply for all properties from January 2016 through December 2016. This is not the average of the individual figures above.

Historical Months Supply of Homes for Sale by Month

